

Message Text

UNCLASSIFIED

PAGE 01 WARSAW 03182 01 OF 02 040842Z
ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-07 INR-07 LAB-04 NSAE-00

PA-02 SIL-01 USIA-15 PRS-01 /050 W

-----040845Z 122796 /15

R 040813Z MAY 77

FM AMEMBASSY WARSAW

TO AMEMBASSY SOFIA

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY PRAGUE

AMEMBASSY BERLIN

INFO USDOC WASHDC

SECSTATE WASHDC 7956

UNCLAS SECTION 1 OF 2 WARSAW 3182

E.O. 11652: N/A

TAGS: BEXP PL

SUBJ: MARKETING ACTIVITIES - POZNAN INTERNATIONAL TRADE FAIR

1977

1. USAPOL 77, THE U.S. EXHIBITION AT THIS YEAR'S POZNAN INTERNATIONAL TRADE FAIR, WILL BE HELD FROM JUNE 12 THROUGH 21. THE U.S. EXHIBIT STAFF IS ALREADY ON SITE IN POZNAN PREPARING FOR THE EVENT, IN WHICH 41 EXHIBITORS REPRESENTING SOME 88 U.S. FIRMS WILL PARTICIPATE.

2. AS PART OF THE PROMOTION CAMPAIGN, FSO KENT M. WIEDEMANN, DIRECTOR OF MARKETING ACTIVITIES FOR THE EXHIBITION, WISHES TO TRAVEL TO THE ADDRESSEE POSTS AND REQUESTS THAT APPROPRIATE APPOINTMENTS BE MADE WITH DIRECTORS OF KEY FTO'S AND/OR ENTERPRISES WITH AN INTEREST IN ATTENDING THE U.S. EXHIBITION.

3. WIEDEMANN'S TENTATIVE TRAVEL SCHEDULE IS AS FOLLOWS:

MAY 16 - P.M. - ARRIVE SOFIA FROM WARSAW

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 WARSAW 03182 01 OF 02 040842Z

MAY 17 - SOFIA APPOINTMENTS

MAY 18 - A.M. - LEAVE SOFIA FOR BUCHAREST - AFTERNOON APPOINTMENTS.

MAY 19 - BUCHAREST APPOINTMENTS

MAY 20 - A.M. - LEAVE BUCHAREST FOR BUDAPEST - AFTERNOON APPOINTMENTS.

MAY 21 - BUDAPEST (MORNING APPOINTMENTS IF POSSIBLE)

MAY 22 - BUDAPEST - WEEKEND

MAY 23 - BUDAPEST - APPOINTMENTS
MAY 24 - A.M. - LEAVE BUDAPEST FOR PRAGUE - AFTERNOON APPOINTMENTS
MAY 25 - PRAGUE APPOINTMENTS
MAY 26 - A.M. - LEAVE PRAGUE FOR E. BERLIN - AFTERNOON APPOINT-
MENTS
MAY 27 - BERLIN (MORNING APPOINTMENTS)
MAY 27 - P.M. - RETURN TO WARSAW

4. WIEDEMANN REQUESTS POSTS TO ADVISE WHETHER TENTATIVE SCHEDULE
IS ACCEPTABLE; IF SO, HE REQUESTS RESERVATIONS FOR A SINGLE ROOM
AT MODERATELY PRICED HOTELS.

5. FOR POSTS' INFORMATION AND HELP IN ARRANGING APPROPRIATE
APPOINTMENTS FOR WIEDEMANN, A LIST OF U.S. EXHIBITORS AND THEIR
DISPLAYS AT THE POZNAN FAIR FOLLOWS:

- (1) ACKER DRILL CO., SCRANTON, PA., HYDRAULIC EXPLORATION
DIAMOND CORE DRILL UNITS;
- (2) ALLIS-CHALMERS CORP., MILWAUKEE, WISCONSIN, GRAPHIC DISPLAY
OF CONSTRUCTION AND AGRICULTURAL EQUIPMENT;
- (3) BTU ENGINEERING CORP., NORTH BILLERICA, MASS., EXPLORER MQ
MULTI/ATMOSPHERE CONVEYOR FURNACES;
- (4) BURR BROWN RESEARCH CORPORATION, TUSCON, ARIZ., INTEGRATED
CIRCUITS;
- (5) CINCINNATI MILLACRON, CINCINNATI, OHIO, GRAPHIC DISPLAY OF
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 WARSAW 03182 01 OF 02 040842Z

MACHINE TOOLS, NUMERICAL CONTROLS CUTTING FLUIDS AND
SPECIALTY CHEMICALS;

- (6) CLARK INTERNATIONAL, BUCHANAN, MICHIGAN, FORK LIFT TRUCKS;
- (7) COMPUCORP, LOS ANGELES, CALIF., VARIOUS SIZED COMPUTERS
AND DISC STORAGE SYSTEMS;
- (8) COMPUTEQ, LAKE FOREST, ILL., MINI AND MICRO COMPUTERS;
- (9) DIGITAL EQUIPMENT CORPORATION, MAYNARD, MASS., COMPUTER
SYSTEMS FEATURING LARGE SCALE INTEGRATION AND RANDOM ACCESS;
- (10) DRESSER INDUSTRIES, INC., DALLAS, TEXAS, ABRASIVES, TOOLS,
PRESSURE GAUGES, VALVES, TUBE EXPANDERS, CLEANERS AND CUTTERS;
- (11) DOW CHEMICAL COMPANY, MIDLAND, MICH., INSECTICIDES, FUMI-
GANTS, CELLULOSE ETHERS AND EPOXY RESINS;

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 WARSAW 03182 02 OF 02 040922Z
ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-07 INR-07 LAB-04 NSAE-00

PA-02 SIL-01 USIA-15 PRS-01 /050 W

-----040956Z 123302/12

R 040813Z MAY 77

FM AMEMBASSY WARSAW

TO AMEMBASSY SOFIA

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY PRAGUE

AMEMBASSY BERLIN

INFO USDOC WASHDC

SECSTATE WASHDC 7957

UNCLAS SECTION 2 OF 2 WARSAW 3182

(12) E.I. DUPONT DE NEMOURS, WILMINGTON, DELAWARE, CHEMICALS,
PLASTICS, TEXTILE FIBERS, TEFLON, SYNTHETIC RUBBER, FILM, ETC.

(13) ENERPAC AND SPERRY-NEW HOLLAND, NEW HOLLAND, PA., HYDRAULIC
TOOLS AND AGRICULTURAL EQUIPMENT

(14) EUBANKS INTERNATIONAL, INC., MONROVIA, CALIF., VA
RIOUS
UTILITY AND AUTOMATIC WIRE STRIPPERS AND CUTTERS;

(15) FENWAY MACHINE CO., INC., PHILADELPHIA, PA., PORTABLE
MAGNETIC DRILL PRESSES AND METAL CUTTING TOOLS;

(16) FINNIGAN CORPORATION, SYNNYVALE, CALIF., AUTOMATED GAS
CHROMOTROPHS AND MASS SPECTROMETER SYSTEMS;

(17) GENERAL ELECTRIC COMPANY, SCHENECTADY, NY, GRAPHICS AND
TERMINAL PRINTERS;

(18) HOKE INTERCONTINENTAL, CRESSKILL, NJ, VALVES AND FITTINGS
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 WARSAW 03182 02 OF 02 040922Z

FOR INSTRUMENTS;

(19) INGERSOLL-RAND CO., WOODCLIFF LAKE, NJ, PNEUMATIC TOOLS AND
VARIOUS COMPRESSED AIR EQUIPMENT;

(20) I.B.M., NEW YORK, NY, COMPUTERS AND VIDEO SYSTEMS;

(21) J.I.CASE, RACINE, WISCONSIN, TRACTORS, LOGGERS, UNILOADERS
AND TRENCHERS;

(22) KARL LAMBRECHT, CHICAGO, ILL., LASER RODS, PRISM POLARIZERS
AND AUTOMATIC ELLIPSOMETERS;

(23) MAGNAVOX OVERSEAS, LTD., TORRANCE, CALIF., SATELLITE NAVI-
GATION AND SURVEYOR SYSTEMS;

(24) MONSANTO, ST. LOUIS, MO., CHEMICALS AND PLASTICS;

(25) MTS SYSTEMS CORPORATION, MINNEAPOLIS, MINN., 25-TON MATERIAL
TEST SYSTEMS;

(26) NCR CORPORATION, DAYTON, OHIO, TERMINALS AND ELECTRONIC
CASH REGISTERS;

(27) NEW BRUNSWIK SCIENTIFIC SALES CO., INC., EDISON, NJ,
BIOLOGICAL AND FERMENTATION EQUIPMENT;

(28) NORTON INTERNATIONAL, WORCESTER, MASS., GRINDING WHEELS,
ABRASIVES, DIAMOND TOOLS;

(29) ORION RESEARCH, INC., CAMBRIDGE, MASS., CHEMICAL AND RESEARCH
LABORATORY EQUIPMENT;

(30) OWATONNA TOOL INTERNATIONAL CORPORATION, OWATONNA, MINNE-
SOTA, HYDRAULIC EQUIPMENT;

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 WARSAW 03182 02 OF 02 040922Z

(31) PARKER HANNIFIN CORPORATION, CLEVELAND, OHIO, HYDRAULIC
VALVES;

(32) REED INTERNATIONAL SALES CO., INC., ERIE, PA., HAND-OPERATED
PIPE TOOLS;

(33) SHALCO SYSTEMS, CLEVELAND, OHIO, SATURN MIXERS AND HOT
MELT APPLICATOR SYSTEMS;

(34) STATE OF PENNSYLVANIA, HARRISBURG, PA., THIRTEEN DIFFERENT
PENNSYLVANIA FIRMS WILL DISPLAY THEIR LATEST DEVELOPMENTS
OF INDUSTRIAL EQUIPMENT;

(35) SPERRY-UNIVAC, BLUE BELL, PA., UNIVERSAL TERMINAL COMPUTER SYSTEMS;

(36) THE SINGER COMPANY, NEW YORK, NY, GAS METERING INSTRUMENTS AND REFRIGERATION CONTROLS;

(37) APEX-BENDIX - PORTAGE, PINES, CHAPMAN AND TRI-ONICS ARE BEING REPRESENTED BY STENZEL AND CO., AUSTRIA, LAYOUT MACHINES AND VARIOUS TORQUE MEASURING EQUIPMENT;

(38) TAPAMATIC CORPORATION, IRVINE, CALIF., ASSORTED TAPPING INSTRUMENTS;

(39) UNION CARBIDE, NEW YORK, NY, CHEMICALS AND CHEMICAL AND PLASTIC PRODUCTS;

(40) VISHAY INTERTECHNOLOGY, INC., MALVERN, PA., INSTRUMENTATION AND PHOTOELASTICITY MEASURING EQUIPMENT AND STRESS MEASUREMENT AND ANALYSIS ITEMS;

(41) WATERS ASSOCIATES, INC., MILFORD, MASS., LIQUID CHROMATOGRAPHS.

DAVIES
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 WARSAW 03182 02 OF 02 040922Z

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 04-May-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977WARSAW03182
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770156-0156
Format: TEL
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770592/aaaadbv.tel
Line Count: 254
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 843a8c9a-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 21-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2637186
Secure: OPEN
Status: NATIVE
Subject: MARKETING ACTIVITIES - POZNAN INTERNATIONAL TRADE FAIR 1977
TAGS: BEXP, PL
To: SOFIA BUCHAREST
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/843a8c9a-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009